

Message Text

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PAGE 01 RABAT 02083 080739Z
ACTION NEA-10

INFO OCT-01 ISO-00 EB-08 /019 W
-----055735 082258Z /64

R 071530Z APR 78
FM AMEMBASSY RABAT
TO USDOC WASHDC
TO RUEHC/SECSTATE WASHDC 5075
AMEMBASSY ALGIERS
AMCONSUL CASABLANCA
AMEMBASSY TUNIS

UNCLAS RABAT 2083

E.O. 11652: N/A
TAGS: BEXP MO
SUBJECT: DECEMBER 1978 COMMUNICATION EQUIPMENT SEMINAR MISSION

REF: (A) 77 STATE 310645, (B) USDOC 06093

1. EMBASSY REGRETS DELAY IN RESPONSE TO REFTELS DUE TO ABSENCE OF KEY GOM OFFICIALS. EMBASSY HAS DISCUSSED SUBJECT MISSION WITH MINISTRY OF PTT, MOROCCO'S LARGEST USER OF COMMUNICATIONS EQUIPMENT, MINISTRY OF INFORMATION, AND MINISTRY OF FOREIGN AFFAIRS. PTT OFFICIALS AGREE IN PRINCIPLE TO CO-SPONSOR MISSION, BUT FINAL APPROVAL HAS NOT YET BEEN OBTAINED. EMBASSY EXPECTS TO RECEIVE PTT APPROVAL SHORTLY AND WILL INFORM USDOC ASAP.

2. EMBASSY RECOMMENDS THREE-DAY MISSION, VISITING RABAT ONLY. THERE APPEARS TO BE NO CONFLICT WITH PROPOSED MISSION TIMING.

3. USDOC HAS FULL INFORMATION RE QUESTIONS REF A, PARAS 1.E AND 3.A. SEE OBR 74-47.

4. ALTHOUGH GOM'S 1978-82 FIVE YEAR PLAN NOT YET PRESENTED, PTT OFFICIALS INDICATED PROBABLE FIVE-YEAR
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PAGE 02 RABAT 02083 080739Z

INVESTMENT TOTAL OF APPROXIMATELY \$357.1 MILLION, OF WHICH \$167 MILLION PROJECTED FOR IMPORTATION OF COMMUNICATION EQUIPMENT. ACCORDING TO THESE OFFICIALS, GREATEST AMERICAN OPPORTUNITY LIES IN TRANSMISSION SECTOR (E.G., MICROWAVE SYSTEMS, MULTIPLEX, PULSE CODED MODULATION, STATION ANTENNAS, ANTENNA MAINTENANCE EQUIPMENT). APPROXIMATELY \$59.5 MILLION PROJECTED FOR

TRANSMISSION-RELATED EQUIPMENT IN NEXT FIVE YEARS.
EQUIPMENT FOR MOROCCAN CENTRAL COMMUNICATION SYSTEMS DOMINATED BY
FRANCE AND OTHER WEST EUROPEAN SUPPLIERS. GIVEN STRENGTH
OF FRENCH HOLD ON CENTRAL STATIONS, PTT OFFICIALS SUGGEST
MISSION STRESS AMERICAN TRANSMISSION EQUIPMENT.

5. CURRENT IMPORT STATISTICS NOT AVAILABLE. IN 1976,
IMPORTS OF COMMUNICATIONS EQUIPMENT TOTALLED NEARLY
\$52 MILLION, OF WHICH US SHARE WAS APPROXIMATELY
\$810,000. MAJOR FOREIGN COMPETITORS ARE FRANCE,
NETHERLANDS, FRG, ITALY, UK, BELGIUM, JAPAN.

6. PTT UNDERSTANDS THAT SUPPLIER CREDIT FOR US FIRMS IS DIFFICULT.
FOREIGN COMPETITORS OFFER BETTER FINANCING ARRANGEMENTS.

7. US FIRMS WITH OFFICES IN MOROCCO INCLUDE: MOTOROLA,
ITT, IBM-FRANCE, RCA GLOBAL COMMUNICATIONS, WESTERN
UNION, WESTINGHOUSE ELECTRIC. US FIRMS REPRESENTED BY
AGENTS IN MOROCCO: GE.

8. TENTATIVE COSTS REQUESTED PARA 3, REF A, AS
FOLLOWS:

A. SINGLE ROOMS FOR MISSION MEMBERS, \$30 PER DAY;

B. SUITE FOR MISSION DIRECTOR, \$65 PER DAY;

C. NO SIMULTANEOUS INTERPRETERS PRESENTLY AVAILABLE IN
MOROCCO. COST OF PROVIDING INTERPRETER FROM TUNIS,
\$800 (EMBASSY WAS PLEASED WITH EFFORTS OF MRS. CAHEN,
SIMULTANEOUS INTERPRETER FROM TUNIS, DURING USDOC
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PAGE 03 RABAT 02083 080739Z

MINING EQUIPMENT SEMINAR MISSION, MARCH 7-8, 1978 IN
RABAT). COST OF TRANSLATORS FOR INDIVIDUAL APPOINTMENTS,
\$100 PER MAN-DAY. EMBASSY ASSUMES TUNIS WILL TAKE CARE
OF TRANSLATING AND PRINTING MISSION BROCHURES AND SEMINAR
PAPERS. COST OF INVITATIONS, \$50.

D. SEMINAR CAN BE HELD AT RABAT HILTON. COST OF SEMINAR
ROOM AND SIMULTANEOUS INTERPRETATION EQUIPMENT, \$1400 FOR
TWO DAYS, PLUS NECESSARY REFRESHMENTS.

E. LOCAL PHOTOGRAPHER, \$75

F. MISSION-SPONSORED RECEPTION, \$500.

G. MISCELLANEOUS, INCLUDING MISSION SECRETARY, \$500.
ANDERSON

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